

Scaling manufacturing with success



Executive summary

A customer engaged Lonza to scale its manufacturing operations from pilot to commercial production. With expansion targets across EMEA and APAC, Lonza managed the transition on behalf of the customer, ensuring robust processes, resilient supply chains, and reliable delivery in both regions. Drawing on its expertise in media development and large-scale manufacturing, Lonza enabled the customer to achieve efficient, secure, and sustainable supply at commercial scale.

Challenge

The customer had developed a small-scale optimized formulation but lacked the capacity to continue manufacturing in-house. To meet rising demand, the customer required a rapid scale-up to commercialization while maintaining product quality and consistency.

Securing supply in two critical regions, EMEA and APAC, was essential to the customer's global expansion strategy. Given the unique formulation, careful validation of raw materials and adaptation of the media format to powder were critical steps to de-risk the scale-up and enable successful commercialization.

Approach and execution

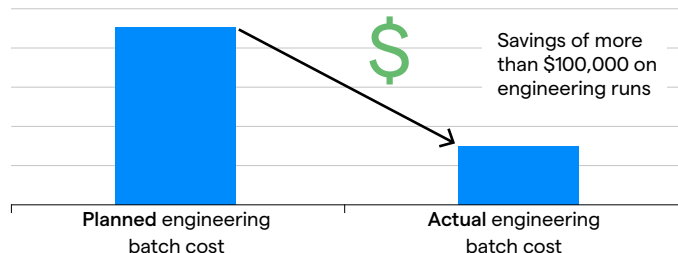
Lonza provided end-to-end support to the customer, ensuring a smooth transition from pilot to commercial manufacturing. By contributing media-development expertise, Lonza informed critical decision-making and enabled a seamless transfer from pilot batches to full-scale production. Joint scale-up trials optimized processes, allowing the customer to move quickly and confidently toward commercialization.

Efficiency was prioritized throughout. Lonza began with smaller batch sizes to refine processes tailored to the customer's formulation. Raw materials were validated for the powdered format, reducing risk during scale-up. This approach eliminated the need for multiple engineering runs, saving both cost and time.

Cost and time savings

Beyond technical execution, Lonza guided the customer in identifying key success factors for scaling. The media format was adapted to powder to support commercial readiness, while reliable supply chains and ongoing support were secured across EMEA and APAC.

Estimated down time impacts



Results

Lonza accelerated the customer's path to commercialization, enabling a faster transition from pilot to full-scale manufacturing. By avoiding additional engineering runs, Lonza reduced expenses and shortened timelines. Raw material validation de-risked the scale-up, providing confidence in the powdered format. Most importantly, Lonza ensured consistent supply in two major regions, supporting the customer's long-term global reach.

This collaboration highlights Lonza's ability to deliver scalable, efficient, and reliable manufacturing solutions. By combining technical expertise with a partnership-driven approach, Lonza empowered the customer to achieve successful global commercialization.

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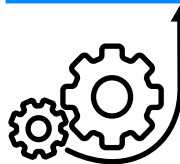
Learn more.



This case study is for illustrative purposes only. Individual experiences and results may vary.

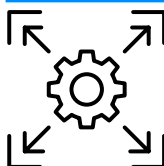
Lonza process

Pilot-to-commercial scale-up trials



Joint trials were conducted to refine process parameters, ensuring reproducibility and consistency when moving from pilot batches to full-scale production.

Batch size optimization



Smaller batch runs were initially employed to test and adjust process conditions, minimizing risk before transitioning to larger volumes.

Raw material validation



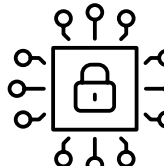
Each raw material was carefully assessed for compatibility with the powdered media format. This validation step supported stability, reduced variability, and supported regulatory compliance.

Powder media adaptation



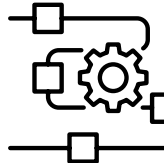
The formulation was transitioned from liquid to powder format to enhance scalability, improve shelf life, and simplify logistics for global distribution.

Manufacturing infrastructure



Lonza's large-scale facilities provided the necessary equipment, controlled environments, and quality systems to support commercial production across multiple regions.

Supply chain integration



Reliable sourcing and distribution channels were established in both EMEA and APAC, ensuring uninterrupted supply and mitigating regional risks.

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